GHCP18RN1310XX TEMPORARY PAYMENT DETAIL REPORT 03/04/97

ACCOUNT NUMBER: 153480
VOUCHER NUMBER: 15345265
DATE WRITTEN: 03/04/97
STATUS: PAID
AMOUNT PAID: 168.00

PETER P. DENNIS INC.
1224 S MAIN ST
PHILLIPSBURG , NJ 8865

SEND CHECK TO: PAYEE

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	6.00	168.00

EXPLANATION: VAP DEC.DORAL B2G1F
CC: L. WOLFE

51851 9577

Source: https://www.industrydocuments.ucsf.edu/docs/hxyn0000

Wholesale "Value Added" payment request form

Promotion: Doral Year-End Buy 2 packs get 1 Free 1996 Promotion #601794

Note: Payment is based on $28.00 per 12m case of "live" product, packed into displays and delivered to retail accounts as designated by RJR.

Wholesale Partner Name: **PETER P. DENNIS INC.**

RJR Account Number: **153480**

Displays Wrapped and Delivered: 90

Value Added Payment Due: $168.00

Wholesale Partner Signature: _____

RJR Representative: _____

Payment will be mailed directly to the participating Wholesale Partner

==========**Operations Office Use**==========

Date Processed: _____

Processed by: _____

Voucher #: _____

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Source: https://www.industrydocuments.ucsf.edu/docs/hxyn0000

RJ Reynolds
Tobacco Company

M. J. GOODMAN
Regional Operations Manager
4603 West Chester Pike
Newtown Square, Pa. 19073
610-353-8850
Fax: 610-353-8970

February 4, 1997

RJR Account # 153480
JOHN ZARBANTY
PETER P. DENNIS INC.
1224 S MAIN ST
PHILLIPSBURG, NJ 08865

March Doral Buy 2 Packs - Get 1 Free #700046

To: JOHN ZARBANTY

Doral B1G1F and Live product has been ordered (see quantities below), as well as the premium/shippers (item # 520844) to pack your March 1997 automatic monthly display shipment to your participating retail accounts. All additional pertinent promotional information is listed below:

B1G1F Cases (6m / 30 ctns. per case)

UPC Code	Style or Item	# Cases (6m)
12300-22268	Doral King Size (B1G1F Product)	3
12300-22263	Doral Lights KS (B1G1F Product)	3
12300-22267	Doral 100's (B1G1F Product)	3
12300-22264	Doral Lights 100's (B1G1F Product)	3
12300-70504	Premium shipper case	90

Regular Live product to pack with B1G1F Product (12m / 60 ctns. per case)

UPC Code	Style or Item	# Cases (12m)
12300-16612	Doral King Size (Live Product)	0
12300-15112	Doral Lights KS (Live Product)	0
12300-15312	Doral 100's (Live Product)	0
12300-15212	Doral Lights 100's (Live Product)	0

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Source: https://www.industrydocuments.ucsf.edu/docs/hxyn0000

Doral B2G1F March
Account: PETER P. DENNIS INC. / 153480

These allocations will allow you to build :	90 Shippers
These shippers will service:	16 Retail Stores
Product/Premium Arrival:	February 19, 1997
Ship Date to retail	Week of March 2, 1997
The PO # for this order is:	
SKU Cube:	1.040
Retail Sales Offer per SKU	20 Offers
Billing per SKU	4 Savings Priced cartons
EFT $ Amount (B1G1F Prod.)	
EFT $ Amount (Live Product)	
Non EFT Amount (B1G1F Prod.)	$826.68
Non EFT Amount (Live Product)	

Promotion Description: Utilizes self-contained shipper. Shipper has 20, buy 2 packs, get 1 free sleeves. 1 live pack of Doral should be placed in each sleeve together with 1 pre-banded B1G1F unit to create the offer (5 sleeves of each of the 4 styles listed on page 1 of this letter) should be placed in the shipper. See the detailed drawing attached to this letter for more detailed packing instructions.

Ship the number of displays to each account as noted on the enclosed retail account listing.

Attached is a list of retail accounts authorized to receive the packed displays. RJR will reimburse you $28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. this equates to $168.00.

Attached to this letter is a Payment Request form for this promotion. When display packing and retail delivery is complete, sign and date this form. Your RJR representative Lanny Wolfe must sign the form and submit it to out local Operations office for payment.

In addition to packing displays for your own retail accounts, the accounts serviced by the following Sub-Jobbers which you service are included in your allocation. These Sub-Jobbers have been notified to order the completed shippers from you.

P. DENNIS WAM ACCOUNTS 22

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Source: https://www.industrydocuments.ucsf.edu/docs/hxyn0000

Doral B2G1F March
Account: PETER P. DENNIS INC. / 153480

Important Note: Your allocation may include extra shippers beyond those required to service your retail accounts on the attached list. You will have. **49** shippers remaining after shipping displays to your accounts. RJR reps. will submit prebooks to order out these shippers (and any others you may have due to refusals etc.) An example copy of this prebook is attached. Please honor only this prebook submitted by our representatives and honor accounts on the enclosed VAP list first.

For additional information or questions please contact your RJR Representative: Lanny Wolfe

As always, thanks for your assistance in the marketing of our products

Warm Regards,

Mark

M. J. Goodman

cc: Lanny Wolfe

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DORAL BUY 2 PACKS - GET 1 FREE CLEAN-UP PREBOOK

IMPORTANT NOTE: The purpose of this prebook is to "cleanup" left over promotion quantities at wholesalers participating in RJR's "Value Added" program. These left over quantities are available on a "first come - first served" basis until quantities are depleted. The quantity of shippers prebooked here may or may not be available for delivery.

Date:_____

Account Name: _____ Retail Account #: _____

Address: _____

City: _____ State: _____ ZIP: _____ Phone: _____

Wholesale Distributor: _____

RJR Representative: _____ Voice Mail Box #: _____
(Dial 1-800 RJR Talk)

Please deliver (if available) the following quantity of Doral Buy 2 Packs - get 1 Free shippers (each shipper contains 4 Savings priced cartons).

# of Shippers Requested =======>

Authorized Signature: _____

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Source: https://www.industrydocuments.ucsf.edu/docs/hxyn0000

WHOLESALER : 153480 PETER P. DENNIS, INC. <DIRECT>
TEMPLATE : 700046 70200 DOR FEB B2G1F
TEMPLATE SEQ : 0002
ES LEVEL : 13XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
133001	133022	023626	BAGELSMITH	240 RT. 31	CLINTON	NJ	08809	2				(908)638-4858
133001	133022	207113	BAGELSMITH	801 3RD AVE	ALPHA	NJ	08865	1				(908)454-7160
133208	133226	839977	BOB'S C-MART & DELI	2134 NORTHAMPTON	EASTON	PA	18042	1				(610)252-6566
133208		684407	FRANK & DOTS BEV DE	102 BUSHKILL ST	EASTON	PA	18042	1				(610)253-6556
133204	133221	490461	GOOSEY GANDER #7	1017 E EMMAUS AVE	ALLENTOWN	PA	18103	1			11-0341	(610)791-5333
133204	133226	183679	HEIGHT MARKET	1811 10TH ST	BETHLEHEM	PA	18017	1				(215)867-8531
133204	133226	377831	HELLERTOWN NEWS INC	1236 MAIN ST	HELLERTOWN	PA	18055	1			153480	(610)838-8621
133004	133022	402497	HIGGINS NEWS	68 MAIN ST	FLEMINGTON	NJ	08822	1				(908)782-5113
133208		671548	INTERSTATE MKT	480 INDUSTRIAL DR	EASTON	PA	18042	1				(610)559-1962
133001	133022	402542	NYKONS MARKET	ROUTE 46	GREAT MEADOWS	NJ	07838	1				(201)637-4228
133001	133022	075543	R.D.J. SERVICE CENT	ROUTE 46	GREAT MEADOWS	NJ	07838	1				(908)637-4915
133001	133022	545013	ROSSNAGLE MOBIL15H8	RT. 22 & ROSEBERR	PHILLIPSBURG	NJ	08865	3				(908)454-1421
133208	133230	216790	RT. 663 SERVICE CNT	2030 ROUTE 663	QUAKERTOWN	PA	18951	1				(215)538-9084
162207	162221	528410	SHOP N C STORE	4619 MOUNTAINVILL	WALNUTPORT	PA	18088	1			111346	(610)767-4100
133001	133022	337931	SUNRISE DELI STORE	195 MAIN ST	HACKETTSTOWN	NJ	07840	1				(908)852-0650
133204	133226	732806	UNI-MART #14827	505 BROADWAY	BETHLEHEM	PA	18015	1		5277-0000		(610)866-3231

PAGE BREAK TOTAL ACCOUNTS 16 TOTAL QUANTITY 19

TEMPLATE TOTAL ACCOUNTS 16 TOTAL QUANTITY 19

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Source: https://www.industrydocuments.ucsf.edu/docs/hxyn0000

WHOLESALER PACKING INSTRUCTIONS

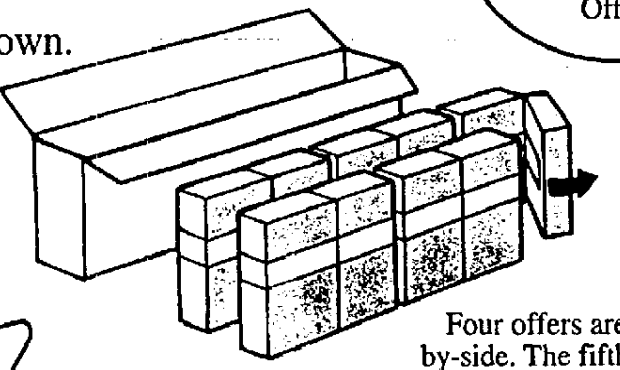
VALUE ADDED PROMOTIONS - 1ST QTR.'97

February / March DORAL B2G1F (Buy 2 Packs Get 1 Pack Free)

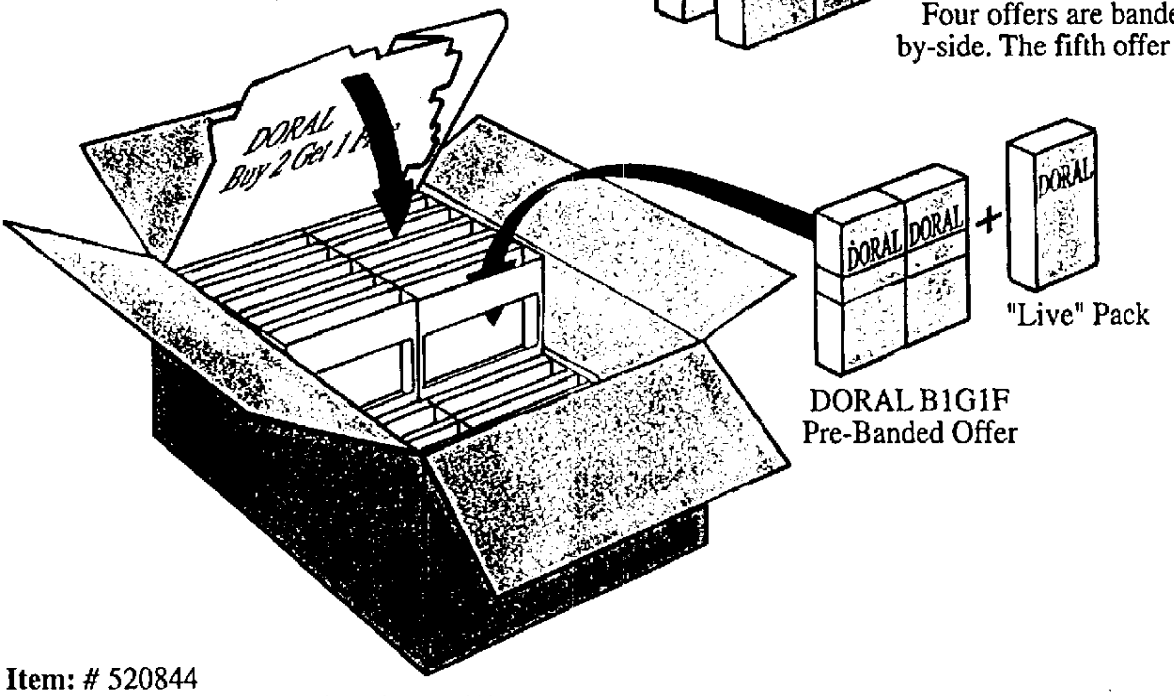
STEPS

1. Open DORAL B2G1F shipping case.
2. Place 1 B1G1F offer into each DORAL sleeve (each case contains 20 sleeves).
3. Add 1 "live" DORAL pack of same brand style to each sleeve.
4. Fold display header card down.
5. Close the case.
6. Ship to retailer.

Each white carton contains 5 Pre-banded 2 Pack "Buy-One-Get-One-Free" DORAL Offers.



Four offers are banded side-by-side. The fifth offer folds out.



"Live" Pack

DORAL B1G1F
Pre-Banded Offer

51851 9584

Item: # 520844
Description: DORAL B2G1F Sleeve Kit

Brand Style						
Number of Cartons						

Source: https://www.industrydocuments.ucsf.edu/docs/hxyn0000